



2048597533

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# Project \_\_\_\_\_ Consumer Outreach \_\_\_\_\_ Consumer Data Base

-5/27/93

*Lead Responsibility:* PM: Janice McDaniel  
RJR: Randy Thompson, J. Ellis

ETS ☐ FET ☒

*as*

*Time Line:*

- Review June 1, 1993.
- RJR /PM Data base merge - end of March (Done)
- Message Development - Ongoing

*Description:* Insure direct mail capability exists to reach entire data base with a message on ETS and/or excise taxes. Need Mass Mobilization of unduplicated people in PM's and RJR's data base. Provide means for both written and telephone communications with Congress and the White House on excise tax issue.

*Action:*

- Select specific targets for mail campaign.
- WRO to identify targets.
- Initiate legal review.
- Initiate technical review.
- Collaborate to determine whether same message can go to data base of both companies.
- PM/RJR teleconference with report book.
- Tom Griscom having Randy Thompson coordinate with PMUSA. They are working on all action items to get ready for mass mailing.

*Budget:* TBD/Split with RJR

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# Project \_\_\_\_\_ Consumer Outreach \_\_\_\_\_ Redemption Stuffers

-5/27/93

*Lead Responsibility:* PM: Jim Spector, Janice McDaniel  
RJR:

ETS ☐ FET ☒

*Time Line:*

- \*In field by mid June.
- Due June 9, 1993

*Description:* Design cards on ETS and on the Excise Tax issues for insertion in all packages fulfilled out of Kankakee and Lafayette fulfillment centers. Also prepare cards to be inserted in outgoing branded direct mail pieces and carton stuffers.

*Action:*

- Comp. approved. Print production to begin week of 6/2/93.
- Review text for stuffers June 9, 1993.
- Coordinate points with RJR.
- Develop estimate of number of fulfillment packages.
- Exploring logistics of carton stuffers.
- Developing schedule of branded direct pieces to be mailed over the remainder of year.
- Preview insert copy: Week of April 26.
- RJR is working on their copy for ETS and should have it by 3/19/93; they are also at work on FET piece.
- Coordinate Points with RJR week of 3/15/93.

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Cardinal

● Project Business Outreach  
Trade Meetings

-5/27/93

*Lead Responsibility:* PM:  
RJR: Tom Griscom

ETS ■ FET ■

*Time Line:*  
April 15, 1993

*Description:* How do we make presentation to trade groups? Need to develop a plan to meet.

●  
*Action:*  
-Tom Griscom to develop a list of trade groups.

*Budget:*

2048597540



# Project Business Outreach Direct Mail to CEO'S

-5/27/93

*Lead Responsibility:* PM: James Ramsay  
RJR: Seth Moskowitz

ETS ■ FET □

*Time Line:*  
-April 15, 1993

*Description:* Present ETS arguments to leading CEO's in a CEO to CEO letter. Include accommodation program description and information on how we can help.

- Target companies considering bans
- Also CEO to trade group letters, EX: WIC to NATD, WIC to NACS, etc.

Note: Tom Griscom reports that McDonald's franchises met in Washington, DC and complained to corporate McD's about the smoking ban. When asked, not one of the franchise owners supported the ban.

## *Action:*

- WIC letters to other CEOs, using Merck Model; drafted.
- WIC letter to Merck Chairman approved by WIC and Legal. Final to WIC for signature. This letter is a model - others are being written to chairs of Pepsi and other labor corps.
- Bill Campbell - T.J. O'Brien - Dial Corporation.
- MAM send letter to McDonald's with follow-up briefings/Presentations. (Prepared by Ellen Merlo)
- Meeting of all franchise owners of McDonald's in Washington, DC.
- Develop a generic letter. Get copy to Kathleen Linehan
- Griscom give us contacts from Gerstner.
- Some would go jointly.
- Craig Fuller will pull letter used and copy Tom Griscom.
- Steve Parrish setting meeting with Kraft and Reps of McDonald's.
- Assembling other recommendations.
- Indicate letter for MAM.
- WIC and other PM CEO letters being drafted. Copy due 3/18/93. (Done)

## *Budget:*

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*Project* \_\_\_\_\_ *Business Outreach* \_\_\_\_\_  
*Business Roundtable*

-5/27/93

*Lead Responsibility:* PM: Craig Fuller  
RJR: B. Oglesby

ETS ☒ FET ☐

*Time Line:*  
Review June 1, 1993

*Description:* Advise BRT members of threat to business posed by EPA/OSHA indoor air regulations. Seek participation in coalition.

*Action:*

- Send Accommodation letter
- Need materials
- Chairman to Chairman communication letter (B. Oglesby / Craig Fuller)

*Budget:*

2048597542

# Project Business Outreach Chambers of Commerce

-5/27/93

*Lead Responsibility:* PM: Vic Han  
RJR: Roger Beahm

ETS ■ FET ■

*Time Line:-*

-Review June 1, 1993

*Description:* Reach business audience with our message on ETS and Excise Taxes through participation in Chamber of Commerce economic forums over the next several months.

## *Action:*

- Schedule Task Force "spokesperson" into Chamber events.
- Draft basic speeches.
- Ask PM employees who participate in Chambers of Commerce to present our "white papers" for distribution.
- Invite Chamber groups to New York to visit PM.
- Jim Miller - Former OMB Director.
- Hold meetings with Executive Directors at PM in New York.
- USSA - Dave Bretton's review tapes from Crossfire.
- Have Dave Bretton come to New York to meet with Vic and Roger Ailes.
- Check to see what PM/RJR have done with Bretton before.
- Burson needs to lay out plan.
- Tom Griscom and Craig Fuller agreed Burson should develop the Chamber of Commerce outreach plan to determine where we might be able to place spokespeople.

## *Budget:*

2048597543

*Project \_\_\_\_\_ Business Outreach\_  
\_\_\_\_\_ National Association of Manufacturers*

-5/27/93

*Lead Responsibility:* PM: Roy Marden  
RJR:

ETS ■ FET ■

*Time Line:*

- Review June 1, 1993
- Due May 1, 1993 - FET
- Due March 15, 1993 - ETS

*Description:* Give support for our indoor air regulation proposal. Alert members to EPA/ETS related issues.

*Action:*

- Alert to our opposition
- Make contact: Due March 15

*Budget:*

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# Project Advocate Outreach Volunteer "Advocates"

-5/27/93

*Lead Responsibility:* PM: Bob Reese, Janice McDaniel  
RJR: Randy Thompson

ETS ☐ FET ☒

*Time Line:*

-Review June 1, 1993

*Description:* Activate the volunteer "advocates" in our systems and begin phone bank operations to generate calls to Congress on excise taxes. Generate 200 calls each to key legislators: House Ways & Means, Senate Finance, Leadership, White House, Mrs. Clinton's Office. Calls spread over 4-5 day span and direct connect process will be used. Split target with RJR.

- Develop "quick response" program allowing us to contact, within 24 hours, Administration officials or Members of Congress making statements in opposition to tobacco excise tax.

Note: Develop generic scripts and approve generic scripts for phone backs and letter writing.

*Action:*

- Review capability to insure operation in case it's needed.
- Set up phone bank operations/ Done.
- Activate calls to targeted committee members / Done.
- Optima in Washington, DC to provide final report./Done.

*Budget:* PM - \$175,000  
RJR - N/A

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# ● Project Advocate Outreach Mass Mailing

-5/27/93

*Lead Responsibility:* PM: Lance Pressl, Janice McDaniel, Bob Reese  
Chris Donohue  
RJR: Randy Thompson

ETS ☐ FET ☒

*Time Line:*

Due June 9th strategy  
Review on June 1, 1993

*Description:* 1.25 million piece directed to volunteer "advocates" will generate approximately 200 letters to each legislator. 240 (WRO to determine) targeted Members of Congress. Self-mailer to drop late March to produce results in April/May.

-Message -Fight monster taxes  
-Regressivity  
-Jobs at risk

*Action:*

- Review text June 9 - write to members of Congress and Administration (WH)
- Joint list developed with RJR/TI. Janice McDaniel attended meeting on 3/22 in WDC to finalize.
- Mail piece sent to New York on 3/23/93.
- Creative under development/Done.
- Waiting for targets from WRO/Done.
- Message points to be determined by WRO/Done.
- Need to develop message./Done.
- WRO has to give direction on message./Done.
- What amount should be in Communication \$2, \$1, .50, .24?/Done.

*Budget:* \$450,000

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 Cardinal



*Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_  
Quick Response to Phone Bank*

-5/27/93

*Lead Responsibility: PM:* Jim Spector  
*RJR:*

ETS ☐ FET ☒

*Time Line:*  
-Review June 1, 1993.

*Description:* How to respond with phone banks very quickly to any new initiatives or proposals concerning FET.

*Action:*  
-Procedures in place to respond within 24 to 48 hours.

*Budget:*

2048597548

# Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_ Letters

-5/27/93

*Lead Responsibility: PM:* James Ramsay  
*RJR:*

ETS ☐ FET ☒

*Time Line:*

-Review June 1, 1993

*Description:* Convenience Store Owners (WIC), PM Invitational (MAM), Growers, Customers, Venders, Phil-PAC Contributors.

Local Unions, Pass resolutions, articles for publications.

State CARTs, mobilizations.

*Action:*

- Evaluate letter writing campaign on June 2.
- Review MAM letter (again)
- 25 LTE's (10 retailers, 15 smokers) opposing FET drafted.
- Six Op-eds drafted opposing FET.
- CART - Data to be provided by Derek Crawford. CART op-eds will be delivered to Tina Walls for distribution one week after data is received.
- Phil-PAC Shareholders - MAM letters to these groups awaiting approval.
- Individual WIC letters to customers, venders, growers to be sent out week of 4/5/93.
- Letters submitted - Ellen Merlo will forward on 3/15/93

Note: Eagle Alliance allows RJR to reach marketing people, suppliers, growers and others. They are preparing for their direct mail effort and will coordinate with Jay Poole.

*Budget:*

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● Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_  
\_\_\_\_\_ Unions

-5/27/93

*Lead Responsibility:* PM:  
RJR:

ETS ☐ FET ☒

*Time Line:*  
Due March 22, 1993

*Description:* Checking with Roger Penske to see who he can call to help us on FET. (Kirkland)

● *Action:*

- WIC to meet with BCT leaders.
- Consider TI role.
- Follow-up on results.

● *Budget:*

2048597550

● Project Grassroots Effort  
Public Affairs / Group Outreach

-5/27/93

*Lead Responsibility:* PM: Frank Gomez  
RJR:

ETS ■ FET □

*Time Line:*  
-Ongoing

*Description:* Resolutions of support on ETS.

●  
*Action:*  
-Draft resolution for groups to use.

●  
*Budget:*

2048597551

# Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_ Employees

-5/27/93

**Lead Responsibility:** PM: Chris Donohue, Jay Poole, Jim Ramsay  
RJR: Tom Augburn (Eagle Alliance - tabs into sports, marketing, suppliers, growers)

ETS ☐ FET ☒

## **Time Line:**

-Evaluate letter writing campaign on June 1, 1993

**Description:** Company wide alert should be sounded to enlist company employees in the effort. The alert should be in the form of a communiqué from MAM and WIC or other senior executive and be sent, at a minimum, to all operating company managers/Jay Poole. The message should concisely state the nature of the threat and strongly suggest that all employees contact their Congressional representatives.

## **Action:**

- WIC letters to PMUSA employees plus sample letters and points received by all employees.
- Nearly 3000 letters have been mailed from employees at the three plant locations. This number includes letters sent by union employees. Responses have been received by Senators Faircloth of North Carolina, Warner of Virginia and McConnell which express strong support for our position on FET. Efforts are ongoing to generate more letters. I have not yet seen any responses from the White House. - JSP
- WIC message to be sent to all PMUSA employees, including points to be made to legislators and sample letter on 4/5/93.
- MAM and other CEO messages will be sent after approvals.
- Initiate copy development.
- Select employee groups have been contacted by Jay Poole as of 3/10/93.
- Plant Communities.
- Sales Force.
- Letters being reviewed by Ellen Merlo - will mail week of 3/15/93.
- Copy for MAM, WIC and other CEOs of other PM operating companies prepared for review 3/12/93. (Done)
- Mike Szymanczyk memo prepared for sales force 3/10/93.

**Budget:** Materials in preparation

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# ● Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_ Suppliers

-5/27/93

*Lead Responsibility:* PM: Alan Miller, Richard Klemp, Peggy Martin  
RJR:

ETS ■ FET ■

*Time Line:*

-Evaluate campaign on June 1, 1993

*Description:* Insure direct mail capability exists to reach senior officer in supplier companies with message on ETS and/or excise taxes. Joint letters.

*Action:*

- Review letter package (FET) to key selected suppliers.
- Suppliers in TN, KY, VA and NC have been asked to generate letters. We don't have a hard number as to how many may have been written, but we estimate that several hundred suppliers have been asked to write Members.
- Prepare updated list of venders from operating companies.
- Send Accommodation letter.
- Initiate copy development.

*Budget:*

2048597553

● Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_  
\_\_\_\_\_ Accommodation - Hosp. / Indust.

-5/27/93

*Lead Responsibility:* PM: Lance Pressl  
RJR: Tim Harris

ETS ☒ FET ☐

*Time Line:*  
-April 15, 1993

*Description:* Provide viable alternatives to mandated smoking restrictions and bans.

● *Action:*

- Waiting to review McDonald's smoking ban study with the Wirthlin Group.
- Continue outreach programs to high profile restaurants/hotel chains, associations and industry leaders. (Bowling proprietors, D.C. Restaurant Assoc., Oklahoma Restaurant Assoc., and Hospitality Assoc. contacted this past week.)
- Liner coalition building efforts to legislative battles.
- Reinforce accommodation program with consumer pull-through.
- Economic impact studies.

● *Budget:*

2048597554

● *Project* \_\_\_\_\_ *Grassroots Effort* \_\_\_\_\_  
*Accommodation - Airport*

-5/27/93

*Lead Responsibility:* PM: Lance Pressl  
RJR: Tim Harris

ETS ☒ FET ☐

*Time Line:*  
-April 15, 1993

*Description:* Maintain smoking areas in terminal and airline clubs.

● -RJR works with Marriott

*Action:*

- Rhode Island airport accommodation lounge in full operation.
- Develop outreach programs.
- Provide technical assistance.
- Develop signage.

● *Budget:*

2048597555



# ● Project \_\_\_\_\_ Grassroots Effort \_\_\_\_\_ Accommodation - Workplace

-5/27/93

*Lead Responsibility:* PM: Lance Pressl, Steve Parrish  
RJR: Rob Meyre

ETS ■ FET □

*Time Line:*  
-April 15, 1993

*Description:* Provide legal, economic and technical support to businesses considering smoking bans or restrictions.

## ● *Action:*

- PM/RJR working on Restaurant Guide (coordinate).
- Seton name plate sign catalog will offer accommodation signage.
- Catalog to be distributed to PMUSA venders.
- Develop model smoking policy.
- Develop arsenal of technical recommendations to upgrade ventilation system.
- Assemble "case studies" for publication.
- Identify/target key industries, e.g., manufacturing, small businesses etc.
- Parrish to review with Wayne the legal aspects.
- Activating plan for California (TAW/DL/APCO).

## ● *Budget:*

2048597556

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# Project Government Affairs *State Legislators and their Organizations*

-5/27/93

*Lead Responsibility:* PM: Ellen Merlo/Tina Walls/Ted Lattanzio/Jay Poole  
RJR:

ETS ☐ FET ☒

*Time Line:*

-Evaluate how to make contact June 1, 1993.

*Description:* Develop listing of state lawmakers who could be helpful in contacting Congress and the Clinton Administration.

*Action:*

- \*SLC adopted resolution against FET unanimously on 4/29/93. Letters to all MC's and the President have been sent under the signature of the Chairman of SLC.
- \*See following proposed policy.
- \*NGA Meeting with Governor Campbell set for 6/10.
- CARTs - State strategies being defined. Awaiting finalization of which ones are to be actuated/started.
- List of MC's known to State Contractors submitted to WRO.
- ERC & MLC - contacts to be made this week.
- ALEC and NCSL are willing to update state impact studies. Derek Crawford determining cost.
- -Contacting WLC of CSG to update state impact studies and activate members.
- -Listing of state legislators continuously being compiled. Need action instructions, sample letters and talking points.
- -NCSL Meeting on 5/7 to discuss healthcare proposal and funding. Field Staff alerted.

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# State Legislators and their Organizations

(Continued)

## REGION VII:

### Illinois

- Patrick Quinn - State Treasurer (D)
- Sen. Pate Phillips (R)
- Sen. Laura Kent Donohue (R)
- Sen. J. Bradley Burzyuski (R)
- Sen. Todd Sieben (R)
- Sen. Aldo DeAngelis (R)
- Sen. Thomas Dunn (D)
- Sen. William O'Daniel (D)

## REGION VIII:

### Kansas

- Sen. Paul Burke (R)

## REGION IX:

### Louisiana

The Honorable Bob Odom  
Commissioner of Agriculture  
P. O. Box 631  
Baton Rouge, LA 70821

The Honorable Mary Landrieu  
State Treasurer  
P.O. Box 94154  
Baton Rouge, LA 70804

The Honorable Samuel "Sammy" Nunez, Jr.  
President of the Senate  
2016 Packenham Drive  
Chalmette, LA 70043

The Honorable Dennis Bagneris  
President Pro-Tempore of the Senate  
4948 Chef Menteur Hwy., Room 318  
New Orleans, LA 70126

The Honorable Mike Foster  
Chairman of Senate Commerce Committee  
P.O. Drawer 730  
Franklin, LA 70538

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# State Legislators and their Organizations

(Continued)

The Honorable B.B. "Sixty" Rayburn, Sr.  
Chairman of Senate Finance Committee  
12562 Hwy. 1075  
Bogalusa, LA 70427

The Honorable Jon D. Johnson  
Chairman of Senate Revenue & Fiscal Affairs Committee  
7240 Crowder Blvd., Ste. 405  
New Orleans, LA 70127

The Honorable John A. Alario, Jr.  
Speaker of the House of Representatives  
1063 Muller Parkway  
Westwego, LA 70094

The Honorable Elias "Bo" Ackal, Jr.  
Chairman of House Appropriations Committee  
P.O. Box 13408  
New Iberia, LA 70562-3408

The Honorable Steve J. Theriot  
Chairman of House Ways & Means Committee  
1225 Avenue C  
Marrero, LA 70072

The Honorable John D. Travis  
Chairman of House Commerce Committee  
P.O. Box 412  
Jackson, LA 70748

## REGION X:

### Colorado

- Rep. Paul Schauer (R)

### North Dakota

- Sen. Corliss Mushik (D)
- Sen. Steve Tomac (D)

## REGION XI:

### Utah

- Sen. Mike Dmitrich (D), Senate Minority Leader
- Rep. Frank Pignanelli (D), House Minority Leader

## REGION XII:

### Budget:

2048597560

PROPOSED POLICY POSITION ON  
FEDERAL EXCISE AND ENERGY TAXES

BACKGROUND

President Clinton is promoting an aggressive agenda for the United States, in the areas of deficit reduction, economic and social policies. Government spending has escalated to an all-time high, while America's savings and investment rates are still the lowest in the developed world. Further, unwarranted additional taxation will surely perpetuate the long-term continued decline in the financial position of the United States. Small business and start-up companies play a large role in our Southern economy; with agriculture, construction, manufacturing, mining and transportation all significantly impacted by proposed new taxes that would place an undue burden on our Southern consumers, producers and workers.

Cotton, poultry, rice, soybeans and tobacco would be especially vulnerable to energy and excise tax increases that would only serve to further exacerbate the disproportional and adverse economic impact of federal policies in the Southern states by the loss of as many as 300,000 additional jobs.

Historically, the median income in the Southern states is below the national average, and several recognized studies attest that consumer excise taxes place a disproportionate and unfair burden on the least affluent families. A more recent study by The Council of State Governments clearly shows that imposing additional consumer excise taxes on alcohol, motor fuel and tobacco would be an inadequate and unreliable revenue source for vital services, and an increase in consumer excise taxes will result in a loss of nearly \$3 Billion in tax revenue to state and local governments. Moreover, proposed Department of Defense base closings will result in the loss of as many as 54,000 additional jobs, disproportionately and adversely impacting the Southern states.

2048597561

RECOMMENDATION

That the Southern Legislative Conference of The Council of State Governments strongly opposes the inclusion of federal consumer excise tax and energy tax increases in current and future federal policies.

Further, the Southern Legislative Conference urges President Clinton and the Congress<sup>k</sup> work together to attain a program of progressive reform that will improve living standards for all Americans by implementing sound economic policies and establishing a long-term strategic plan to revive American competitiveness and to stimulate America's domestic and global growth.

Sponsored by: Representative Charlie Williams, Mississippi  
Chairman, Southern Legislative Conference

April 28, 1993

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● Project Government Affairs  
State CARTs (WEST)

5/6/93

*Lead Responsibility:* PM: Tina Walls/Field West  
RJR:

ETS ☐ FET ☒

*Time Line:*

-Ongoing - Review June 1, 1993.

*Description:* Organize retailers and other appropriate coalition members to call, write and/or meet with targets.

● *Action:*

- \*Action plans have been drafted by the following state CARTs: CA, LA, MT, OR, WA
- Updated Price Waterhouse studies and FET talking points distributed to CART managers.
- Need dates to activate CART members via newsletter and suggest they write their congressional member.

● *Budget:*

2048597563



● Project Government Affairs  
State Organizations (WEST)

-5/27/93

Lead Responsibility: PM: Tina Walls  
RJR:

FET ■ ETS □

Time Line:  
-Ongoing - Review June 1, 1993.

Description: Organizations who may be willing to write a letter in opposition to the FET.

Action:

\*Assisting media affairs with press release in key House Ways and Means districts and Senate Finance Member states. This is a joint project with RJR.

● REGION VII:

Illinois

- IL Manufacturers Association - Greg Baise
- IL Retail Merchants Association - David Vite
- AFL-CIO State of IL - Richard Walsh
- Agri-Business Council of IL - Ron Hoffman
- AMAX Coal Industries - David Finkenbinder
- Anheuser-Busch Companies, Inc. - Gerry Shea
- Archer Daniels Midland Co. - James Houlihan
- IL Beef Council - Ron Hoffman
- Associated Beer Distributors of IL - Bill Olson
- Caterpillar - Bill Compton
- IL Coal Association - Joe Spivey
- Coin Machine Operators Association - John O'Connell
- Corn Growers Association - Jack Fisher
- Deere & Co. - Robert Anderson
- Distilled Spirits Council - Ken Buzbee
- IL Farm Bureau - Richard Clemmons
- Food Retailers Association - David Vite
- Hotel & Restaurant Employees Union - Henry Anselmp
- Hotel/Motel Association - Tim Hennessey
- Mid-west Truckers Association - Todd Renfrow

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## State Organizations (WEST)

(Continued)

- Nurserymen's Association - Tim Hennessey
- Pepsi Cola - Malcolm Chester
- Pork Producers Association of IL - Donna Garman
- R.J. Reynolds - Larry Suffredin
- IL Restaurant Association - Larry Suffredin
- Retail Liquor Association - Jim Colombia
- Soft Drink Association - Dick Lockhart
- Liquor Stores Association
- Miller Brewing Co.
- IL Wholesale Liquor Distrib.
- Wine Institute
- Motorcycle Dealers Association
- New Car/Truck Dealers Association
- Small Truckers Alliance
- Mid-West Truckers Association
- IL Trucking Association Inc.
- A.E. Staley Manufacturing Company
- Brown & Williamson Tobacco Corp.
- Cigar Association of America
- Management Association of IL
- Smokeless Tobacco Council, Inc.
- Tobacco and Candy Distributors Association
- Tobacco Institute
- National Federation of Independent Business
- IL Small Business Association
- IL Aggregate Producers Association
- Clark Oil and Refining
- Kerr-McGee Corporation
- Marathon Oil Company
- Petroleum Council of IL
- Shell Oil Company
- Sithe Energies USA, Inc.
- Tomzek Oil Company
- Torco Oil Co.
- Union Oil Company of California
- Abate
- Racing Association of IL
- AARP
- Taxpayers' Federation of IL
- Tobacco Labor Management Committee

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## State Organizations (WEST)

(Continued)

- International Brotherhood of Teamsters Joint Council 25
- United Food and Commercial Workers Union 881
- Walgreen Co.
- Patrick Media Group

### Iowa

- IA Farm Bureau - Merlin Plagge (target Lightfoot and Grandy)
- IA Association of Business & Industry - Mark Douglas
- IA Taxpayers' Federation - Rick Philips
- IA AFL-CIO (target Harkin)
- John Deere (Foundry, Davenport Works, Des Moines Works, Duburque Works, Engine Works, Waterloo Works, Product Engineering Center, Ottumwa Works)
- Monsanto Agricultural Company - Dennis Cavner
- ADM Corn Sweeteners - Ken Plum
- Archer Daniels Midland Company - G.W. Hagwood
- ADM Corn Processing - Ray Neff
- Grain Processing Corporation - Willam B. Trent, Jr.
- Terra International - Larry E. Thompson
- Arcadia Corporation - Randy Bleuins
- Amana Refrigeration, Inc. - Michael P. Watts
- Maytag Corporation - Janis Cooper
- Rockwell Internation/Collins Avionics - John Girotto
- Cargill, Incorporated - Larry Fogdall
- Quantum Chemical Corp./USA Division - Alan J. Houlton
- Lehigh Portland - Ken Blum
- The Quaker Oats Company - Kenneth I. Dykes
- R.R. Donnelly Printing Company LP - Jary Johnson
- Climax/Molybdenum Company - Tommy Kearns
- Hon Industries - Stanley M. Howe
- J.I. Case Company - Lorrin "Butch" DeBlieck
- Keokuk Ferro-Sil, Incorporated - T.M. (Mike) Morris

### Minnesota

- Citizens for Tax Justice - Wayne Cox
- MN Retail Merchants - Judy Cook
- MN Licensed Beverage Association - John Berglund
- MN Grocers Association - Joel Hoiland
- AFL-CIO - Bob Roots
- Teamsters - Wes Lane
- ASFCME - Elliott Siede

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# State Organizations (WEST)

## (Continued)

### Wisconsin

- WI Automobile & Truck Dealers Association - Gary Williams
- WI Federation of Cooperatives
- WI Association of Convenience Stores
- WI Farm Bureau Federation
- WI Grocers Association
- WI Innkeepers Association
- WI Jewelers Association
- WI Merchants Federation
- Metropolitan Milwaukee Association of Commerce
- Milwaukee Teachers Education Association
- WI Motor Carriers Association
- Murphy Oil USA, Inc.
- WI Division of the Petroleum Council
- American Petroleum Institute - Rob Bartett
- Petroleum Marketers Association of WI
- WI Restaurant Association
- WI Retired Teachers Association
- WI School Bus Association
- AFL-CIO WI Federation of Teachers
- Tobacco Institute
- WI Wholesale Beer Distributors Association
- Association of WI Wineries
- WI Association of Distributors
- WI Wine & Spirits Institute
- Distilled Spirits Council of U.S.
- WI Chapter of AARP (National President resides in WI)
- WI Association of Truck Stop Operators
- WI Retail Gasoline & Automotive Trades Association
- Tavern Hosts of WI
- Tavern League of WI
- WI Taxpayers Alliance
- WI Manufacturers & Commerce
- WI Farm Bureau Federation
- Federation of Tax Administrators, Washington - Ron Alt
- WI Advertising Association (billboards)
- Agri-Business Council - Russ Weisensel
- American Farm Trust - William O'Connor
- Amusement and Music Operators - Ed Blume
- Anvan Development Corporation - Tony Earl

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## State Organizations (WEST)

(Continued)

- Automatic Merchandising Council - Tony Driesson
- Avis Rental Cary System - Sharon Cook
- Beverage Licensees Association - Jim Buckley
- Bowling Proprietors Association - Michael Birkley
- Bradley Center Corporation - Sharon Cook
- Brewers Association - Bob Marotz
- Campground Owners Association - Tom Coenen
- Commercial Fisherman Ins. - Gary Goyke
- Convention and Visitors Bureau - Tony Varda
- Cream City Liquor - Bill Broydrick
- Distributors Association - Jim Wimmer
- Farm Bureau - Roger Cliff
- Innkeepers Association - Tom Coenen
- WI Association of Lakes, Inc. - Bill O'Connor
- Live Stock Dealers - Gervase Hephner
- Marine Manufacturers Association - Mike Brosek
- Metropolitan Association of Commerce - Mary Jo Paque
- Milk Haulers Association - Gervase Hephner
- Motor Carriers Association - Tom Valley
- Coalition of Responsible Vendors - Janet Swanby
- Restaurant Association - Bob Goldman
- Retail Gasoline and Automotive Trades Assn. - Tom Coenen
- Road Builders - Jim Wimmer
- School Bus Association - Charles Hiltson
- Southland Corporation - Norm Anderson
- Super America - Sharon Cook
- Tavern League - Steve Brist
- Tourism Federation - Tom Coenen
- Tourism Attractions - Chip Gerlach
- Truckstop Operators - Tom Coenen
- Wine and Spirit Institute - Jim Wimmer
- WI Dells Visitors Bureau - Jim Wimmer
- LaCrosse Area Visitor and Convention - Marty Schrieber

### REGION VIII:

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# State Organizations (WEST)

(Continued)

## REGION IX:

### Louisiana

#### LOUISIANA CART ADVISORY COMMITTEE:

Beer Industry League of Louisiana

Mr. George F. Brown

575 North Eighth Street

Baton Rouge, LA. 70802

Louisiana Grocers Association, Inc.

Ms. Barbara J. Easley

Post Office Box 80732

Baton Rouge, LA. 70898-0732

Louisiana Motor Vehicle Rental & Leasing Dealers Association

Mr. Terry G. McFillen

401 East Pinhook Road

Lafayette, LA. 70501

Louisiana Oil Marketers Association

Ms. Holly Abington

Post Office Box 80357

Baton Rouge, LA. 70898

Louisiana Restaurant Association

Ms. Sherri E. McConnell

5800 Perkins Place, #4

Baton Rouge, LA. 70808

Louisiana Retailers Association

Mr. Nick Perez

Post Office Box 44034

Baton Rouge, LA. 70804-4034

Louisiana Soft Drink Association

Mr. Norman Ferachi

603 Europe Street

Baton Rouge, LA. 70802

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## State Organizations (WEST) (Continued)

Louisiana Wholesale Food & Tobacco Distributors Association  
Ms. Sarah L. Whalen  
Post Office Box 64528  
Baton Rouge, LA. 70896

Louisiana Mid-Continent Oil & Gas Association  
Mr. B. Jim Porter  
801 North Boulevard, Suite 201  
Baton Rouge, LA. 70802-5727

Miller Brewing Company  
Mr. M. L. "Bud" Mapes  
Post Office Box 44352  
Baton Rouge, LA. 70804-4352

R. J. Reynolds Tobacco Company  
Mr. C. J. Blache  
One American Place, 23rd Floor  
Baton Rouge, LA. 70825

Tobacco Institute  
Ms. Joe G. Wood  
970 Monterrey Boulevard  
Baton Rouge, LA. 70815

### REGION X:

#### Arizona

- Retail Grocers Association (local chapter of National Association of Convenience Stores) - John Mangum

#### Colorado

- Club 20 (target Congressional delegation)

#### North Dakota

- ND Hospitality (Tavern and Restaurant Assn.) - David Myer
- ND Candy and Tobacco Association - Dave Myers
- NFIB - Larry Klemin
- ND Association of Counties - Mark Johnson

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# State Organizations (WEST)

(Continued)

## REGION XI:

### Idaho

- ID Association of Commerce and Industry
- Associated Taxpayers of ID

### Montana

- MT Farm Bureau
- MT Farmers Union
- MT Senior Citizens Association
- MAGPI, Inc.
- MT Beer and Wine Wholesalers Association
- MT Association of Tobacco and Candy Distributors
- MT Stockgrowers Association
- MT Automobile Association
- MT Automobile Dealers Association
- MT Innkeepers Association
- MT Motor Carriers Association
- MT Manufactured Housing Association

### Utah

- UT Rights Coalition (Linda Wynn--could also be a Jane Q)
- UT Taxpayers Association (Howard Stephenson--also state rep)

## REGION XII:

### California

- CA Chamber
- CA Manufacturers
- CA Farm Bureau
- CA Grocers Association
- CA Association of Neighborhood Stores
- MAGA
- MALDEF
- National Black Chamber
- Oakland Chamber
- CA Republican Party
- Wine Institute
- CA Truckers Association
- CA Taxpayers Association
- CA Local Association of Democrats
- Republican Local Elected Officials Committee
- CA Package Store and Tavern Owners Association (Frank Gomez)

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# State Organizations (WEST)

(Continued)

## Hawaii

- HI Chamber (target Congressional delegation)
- HI unions (target Congressional delegation)

## NATIONAL

- National United Affiliated Beverage Association (NUABA) - Frank Gomez

Budget:

2048597572

# ● Project \_\_\_\_\_ Government Affairs \_\_\_\_\_ Key State Opinion Leaders (WEST)

-5/27/93

Lead Responsibility: PM: Tina Walls/RDs West  
RJR:

FET ■ ETS □

Time Line:  
Ongoing

Description: Listing of key opinion leaders by state.

Action: Continuous development of listing. Need activation instructions.

## REGION VII:

### Minnesota

● Paul Ogren - former DFL legislator and author of HealthRight, the MN universal healthcare program passed last year. He opposed using an unreliable, shrinking source of income for the program.

## REGION VIII:

## REGION IX:

## REGION X:

### New Mexico

Leonard Napolitano - Administrator for the University of NM Medical Center which receives 2.5 cents from cigarettes which is used for bonding for new buildings and cancer research. Bobby thinks that he may say something to the effect that a substantial increase in the FET would diminish their revenues.

### North Dakota

Dean Meyer - lobbies for counties; was former Senator

## REGION XI:

## REGION XII:

● Budget:

2048597573

● Project \_\_\_\_\_ Government Affairs \_\_\_\_\_  
\_\_\_\_\_ Homestate Visits

-5/27/93

*Lead Responsibility:* PM: Kathleen Linehan  
RJR:

ETS ☐ FET ☒

*Time Line:*

-Ongoing - Review June 1, 1993.

*Description:*

●  
*Action:*

- Evaluate Easter recess results and plan July and August strategies.
- See following list for names of those to be contacted during Easter Recess.
- To begin during Easter Recess - April 2-12, 1993.

*Budget:*

2048597574

## ALABAMA

Rep. Bevill  
Rep. Browder  
Rep. Cramer  
Rep. Everett (R)  
Rep. Hillard  
Sen. Heflin  
Sen. Shelby

## ALASKA

## ARIZONA

Rep. Coppersmith  
Rep. English  
Rep. Pastor

## ARKANSAS

Rep. Dickey (R)  
Rep. Lambert  
Rep. Thomson  
Sen. Bumpers  
Sen. Pryor

## CALIFORNIA

Rep. Becerra  
Rep. Brown  
Rep. Condit  
Rep. Dallums  
Rep. Dixon  
Rep. Dooley  
Rep. Eshoo  
Rep. Fazio  
Rep. Filner  
Rep. Hamburg  
Rep. Harman  
Rep. Lewis (R)  
Rep. Matsui  
Rep. Roybal-Allard  
Rep. Schenk  
Rep. Stark

## CALIFORNIA (Cont.)

Rep. Tucker  
Rep. Waters  
Rep. Woolsey

## COLORADO

Rep. McInnis (R)

## CONNECTICUT

Rep. Franks (R)  
Rep. Kennedy  
Sen. Lieberman

## DELAWARE

## DISTRICT OF COLUMBIA

Delegate Norton

## FLORIDA

Rep. Bachus  
Rep. Brown  
Rep. Deutsch  
Rep. Diaz-Balart (R)  
Rep. Fowler  
Rep. Gibbons  
Rep. Hastings  
Rep. Hutto  
Rep. Johnston  
Rep. Meek  
Rep. Peterson  
Rep. Ros-Lehtinen (R)  
Rep. Thurman  
Sen. Graham

## GEORGIA

Rep. Bishop  
Rep. Collins (R)  
Rep. Darden

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## GEORGIA (Cont.)

Rep. Gingrich (R)  
Rep. Johnson  
Rep. Kingston (R)  
Rep. Lewis  
Rep. Under (R)  
Rep. McKinney  
Rep. Rowland  
Sen. Coverdell  
Sen. Nunn

## HAWAII

## IDAHO

Rep. Crapo (R)  
Rep. LaRocco

## ILLINOIS

Rep. Collins  
Rep. Durbin  
Rep. Evans  
Rep. Gutierrez  
Rep. Manzullo (R)  
Rep. Michel (R)  
Rep. Reynolds  
Rep. Rostenkowski  
Rep. Rush  
Sen. Moseley-Braun

## INDIANA

Rep. Buyer (R)  
Rep. Jacobs  
Rep. Long  
Rep. McCloskey

## IOWA

Rep. Grandy (R)  
Rep. Leach (R)  
Rep. Niede (R)

## KANSAS

Rep. Glickman  
Rep. Slattery  
Sen. Dole (R)  
Sen. Kassebaum (R)

## KENTUCKY

Rep. Baesler  
Rep. Barlow  
Rep. Bunning (R)  
Rep. Mazzoli  
Rep. Natcher  
Rep. Rogers (R)  
Sen. Ford  
Sen. McConnell (R)

## LOUISIANA

Rep. Fields  
Rep. Hayes  
Rep. Jefferson  
Rep. Tauzin  
Sen. Breaux  
Sen. Johnston

## MAINE

Sen. Mitchell

## MARYLAND

Rep. Bartlett (R)  
Rep. Cardin  
Rep. Hoyer  
Rep. Mfume  
Rep. Morella (R)  
Rep. Wynn  
Sen. Mikulski  
Sen. Sarbanes

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MASSACHUSETTS

Rep. Frank  
Rep. Meehan  
Rep. Neal

MICHIGAN

Rep. Barda  
Rep. Bonior  
Rep. Carr  
Rep. Collins  
Rep. Conyers  
Rep. Ford  
Rep. Kildee  
Rep. Levin  
Rep. Stupak

MINNESOTA

Rep. Minge  
Rep. Oberstar  
Rep. Penny  
Rep. Sabo

MISSISSIPPI

Rep. Montgomery  
Rep. Parker  
Rep. Taylor  
Rep. Whitten  
Sen. Cochran (R)  
Sen. Lott (R)

MISSOURI

Rep. Clay  
Rep. Danner  
Rep. Gephardt  
Rep. Skelton  
Rep. Volkmer  
Rep. Wheat  
Sen. Bond (R)  
Sen. Danforth (R)

MONTANA

Rep. Williams

NEBRASKA

Rep. Hoagland

NEVADA

NEW HAMPSHIRE

Rep. Swett  
Sen. Gregg (R)

NEW JERSEY

Rep. Andrews  
Rep. Klein  
Rep. Menendez  
Rep. Pallone  
Rep. Payne

NEW MEXICO

Rep. Richardson

NEW YORK

Rep. Flake  
Rep. Hinchey  
Rep. Maloney  
Rep. Manton  
Rep. McNulty  
Rep. Nadler  
Rep. Owens  
Rep. Rangel  
Rep. Serrano  
Rep. Slaughter  
Rep. Towns  
Rep. Velazquez

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## NORTH CAROLINA

Rep. Ballenger (R)  
Rep. Clayton  
Rep. Coble (R)  
Rep. Kefner  
Rep. Lancaster  
Rep. McMillan (R)  
Rep. Neal  
Rep. Price  
Rep. Rose  
Rep. Taylor (R)  
Rep. Valentine  
Rep. Watt  
Sen. Faidloth (R)  
Sen. Helms (R)

## NORTH DAKOTA

Rep. Pomeroy  
Sen. Conrad  
Sen. Dorgan

## OHIO

Rep. Applegate  
Rep. Brown  
Rep. Fingerhut  
Rep. Hall  
Rep. Mann  
Rep. Stokes  
Rep. Strickland  
Rep. Traficant

## OKLAHOMA

Rep. Brewster  
Rep. English  
Rep. Synar  
Sen. Nickles (R)

## OREGON

Rep. Furse  
Rep. Kopelski

## PENNSYLVANIA

Rep. Blackwell  
Rep. Coyne  
Rep. Holden  
Rep. Kink  
Rep. Margolies-Mezvinsky  
Rep. McHale

## RHODE ISLAND

## SOUTH CAROLINA

Rep. Clyburn  
Rep. Derrick  
Rep. Inglis (R)  
Rep. Ravenal (R)  
Rep. Spence  
Rep. Spratt  
Sen. Hollings  
Sen. Thurmond (R)

## SOUTH DAKOTA

Rep. Johnson  
Sen. Daschle

## TENNESSEE

Rep. Clement  
Rep. Cooper  
Rep. Duncan (R)  
Rep. Ford  
Rep. Gordon  
Rep. Lloyd  
Rep. Sundquist (R)  
Rep. Tanner  
Rep. Quillen (R)  
Sen. Mathews  
Sen. Sasser

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## TEXAS

Rep. Andrews  
Rep. Barton (R)  
Rep. Bonilla (R)  
Rep. Brooks  
Rep. Bryant  
Rep. Chapman  
Rep. Coleman  
Rep. de la Garza  
Rep. Edwards  
Rep. Frost  
Rep. Geren  
Rep. Green  
Rep. Gonzalez  
Rep. Hall  
Rep. Johnson  
Rep. Laughlin  
Rep. Ortiz  
Rep. Pickle  
Rep. Sarpallus  
Rep. Stenholm  
Rep. Tejeda  
Rep. Washington  
Rep. Wilson  
Sen. Gramm (R)

## UTAH

Rep. Shepherd

## VERMONT

## VIRGINIA

Rep. Bateman (R)  
Rep. Biley (R)  
Rep. Boucher  
Rep. Byrnes  
Rep. de Lugo  
Rep. Goodlatte (R)  
Rep. Moran  
Rep. Payne  
Rep. Pickett  
Rep. Scott

## VIRGINIA (Cont.)

Rep. Sleisky  
Rep. Wolf (R)  
Sen. Robb  
Sen. Warner (R)

## WASHINGTON

Rep. Cantwell  
Rep. Dunn (R)  
Rep. Foley  
Rep. Inslee  
Rep. Kreidler  
Rep. McDermott  
Rep. Swift

## WEST VIRGINIA

Rep. Mollohan  
Rep. Rahall  
Rep. Wise  
Sen. Byrd  
Sen. Rockefeller

## WISCONSIN

Rep. Barrett  
Rep. Kaczka  
Rep. Obay

## WYOMING

Sen. Simpson (R)

2048597579



# ● Project Government Affairs State Legislators

-5/27/93

*Lead Responsibility:* PM: Ellen Merlo, Tina Walls, Ted Lattanzio, Jay Poole  
RJR:

ETS ☐ FET ☒

*Time Line:*

-Ongoing - Evaluate June 1, 1993.

*Description:* Develop listing of state lawmakers who could be helpful in contacting Congress and the Clinton Administration.

*Action:*

- Evaluate state legislators program.
- Seek resolution on FET.
- NCSL is willing to update state impact studies. Derek Crawford determining cost. NCSL waiting for President's plan. Expecting resolution activity at their annual meeting in July.
- ALEC task force organized Re: Clinton plan. Next meeting is June 10-12 during to organization's annual federal briefing.
- CSG resolution deferred until September meetings
- SLC adopted resolution against FET on April 29 unanimously. (See attached policy)
- List of State elected official/opinion leaders submitted to Vic Han to augment support
- Pilot Plan called "Public Official Advocacy Program" is being tested in four states - AL, GA, TN, and VA. Goal is to encourage elected officials and key Administration officials to contact members of Congress on FET, as well as, encouraging locally elected officials to write Members as well. Ongoing, but pilot phase should be completed by April 20.
- Listing of State legislators continuously being compiled. Need action instructions sample letters and talking points.
- CARTs-State strategies being defined. Awaiting finalization of which ones are to be actuated/started.
- List of MC's known to State Contractors submitted to WRO. - Designated contacts being made
- ERC & MLC - contacts to be made this week.
- Contacting Western Legislative Conference of the Council of State Governments to update state impact studies and activate members.

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# State Legislators (Continued)

## POTENTIAL CONTACTS: STATE ELECTED OFFICIALS

### REGION VII:

#### Illinois

- Patrick Quinn - State Treasurer (D)
- Sen. Pate Phillips (R)
- Sen. Laura Kent Donohue (R)
- Sen. J. Bradley Burzyuski (R)
- Sen. Todd Sieben (R)
- Sen. Aldo DeAngelis (R)
- Sen. Thomas Dunn (D)
- Sen. William O'Daniel (D)

### REGION VIII:

#### Kansas

- Sen. Paul Burke (R)

### REGION IX:

### REGION X:

#### Arizona

- Rep. Art Hamilton (D)
- Bob Stump (R) - anti-tax; John Mangum.
- John Kyle (R) - anti-tax, but not friendly to tobacco industry.  
(may be taking on DeConcini); John Mangum.
- Colby (R) - no real influence but JM could approach.
- Coppersmith (D) - probably can't get; he'll go along with Administration;  
JM and RW would be willing to contact.
- Karen English (D) - needs major help from D.C. to get reelected;  
probably wouldn't help us; RW is best contact.
- Pastor (D) - used to be very supportive of tobacco issues, has recently  
distanced himself; both RW and JM have great access but RW may be better.
- DeConcini (D) - Rip was on staff; good contact, but doubtful support of tobacco.
- McCain (R) - JM has contact but "not great"; would need an argument that  
would say increase somehow negatively affects senior citizens.

2048597581

## State Legislators (Continued)

### Colorado

- Rep. Paul Schauer (R)

### North Dakota

- Sen. Corliss Mushik (D)
- Sen. Steve Tomac (D)
- Kent Conrad is noted as one of Buffy's key contacts. John will talk to him over Congressional Easter Break; however, Al Wolf is also close to Conrad.
- We have contacts with Clinton's Chief of Staff, Burgum, former staffer to C. Burdick.

### REGION XI:

### Utah

- Sen. Mike Dmitrich (D), Senate Minority Leader.
- Rep. Frank Pignanelli (D), House Minority Leader.

*Budget:*

2048597582

**COUNCIL OF STATE GOVERNMENTS  
RESOLUTION RELATING TO  
CONSUMER EXCISE TAXES**

DRAFT

WHEREAS, President Clinton is promoting an aggressive agenda for the United States, in the areas of deficit reduction, economic and social policies;

WHEREAS, the President has called for an historic increase in income and energy taxes on individuals and businesses in the United States; and

WHEREAS, the President's recommended policies will have a profound impact on the administration and financing of government services at all levels;

NOW, THEREFORE, BE IT RESOLVED that, the Council of State Governments strongly opposes the inclusion of federal consumer excise tax increases in future Presidential and congressional policies, for the reasons stated below:

1. An increase in consumer excise taxes will further delay economic recovery in the United States, by adversely impacting job growth (As many as 850,000 jobs may be lost due to policies currently under consideration by the executive branch.);
2. An increase in consumer excise taxes will result in a reduction of tax competition between the federal government and state and local governments, (state and local governments could lose as much as \$2.8 billion in tax revenue.);
3. According to several studies conducted by government agencies and private institutions, consumer excise taxes place a disproportionate and unfair burden on the least affluent families; and
4. According to a recent study completed by the Council of State Governments, consumer excise taxes, more specifically those identified as taxes on "sin", i.e. tobacco, alcohol, motor fuel, etc., have been shown to be inadequate and unreliable revenue sources for vital services, such as, coverage of indigent health care.

NOW, THEREFORE, BE IT FURTHER RESOLVED that, the Council of State Governments believes that federal tax policy should be fair, balanced, and promote economic prosperity. Federal policies should not impair, but facilitate, the ability of state and local governments to adopt sound and equitable economic and tax policies to meet the commitments to its shared constituencies.

Adopted:

\_\_\_\_\_  
Director's or Sponsor's Name  
Sponsor's title

2048597583

PROPOSED POLICY POSITION ON  
FEDERAL EXCISE AND ENERGY TAXES

BACKGROUND

President Clinton is promoting an aggressive agenda for the United States, in the areas of deficit reduction, economic and social policies. Government spending has escalated to an all-time high, while America's savings and investment rates are still the lowest in the developed world. Further, unwarranted additional taxation will surely perpetuate the long-term continued decline in the financial position of the United States. Small business and start-up companies play a large role in our Southern economy; with agriculture, construction, manufacturing, mining and transportation all significantly impacted by proposed new taxes that would place an undue burden on our Southern consumers, producers and workers.

Cotton, poultry, rice, soybeans and tobacco would be especially vulnerable to energy and excise tax increases that would only serve to further exacerbate the disproportional and adverse economic impact of federal policies in the Southern states by the loss of as many as 300,000 additional jobs.

Historically, the median income in the Southern states is below the national average, and several recognized studies attest that consumer excise taxes place a disproportionate and unfair burden on the least affluent families. A more recent study by The Council of State Governments clearly shows that imposing additional consumer excise taxes on alcohol, motor fuel and tobacco would be an inadequate and unreliable revenue source for vital services, and an increase in consumer excise taxes will result in a loss of nearly \$3 Billion in tax revenue to state and local governments. Moreover, proposed Department of Defense base closings will result in the loss of as many as 54,000 additional jobs, disproportionately and adversely impacting the Southern states.

2048597584

RECOMMENDATION

That the Southern Legislative Conference of The Council of State Governments strongly opposes the inclusion of federal consumer excise tax and energy tax increases in current and future federal policies.

Further, the Southern Legislative Conference urges President Clinton and the Congress work together to attain a program of progressive reform that will improve living standards for all Americans by implementing sound economic policies and establishing a long-term strategic plan to revive American competitiveness and to stimulate America's domestic and global growth.

Sponsored by: Representative Charlie Williams, Mississippi  
Chairman, Southern Legislative Conference

April 28, 1993

2048597585

*Project \_\_\_\_\_ Government Affairs \_\_\_\_\_  
DNC / Political Advisor*

-5/27/93

*Lead Responsibility:* PM: Craig Fuller  
RJR: Tom Griscom

ETS ☒ FET ☐

*Time Line:*  
-April 15, 1993

*Description:* Generate information aimed at raising political concern.

*Action:*  
-Schedule meeting with DNC - Kathleen Linehan.

*Budget:*

2048597586

● Project \_\_\_\_\_ Government Affairs \_\_\_\_\_  
\_\_\_\_\_ Administration

-5/27/93

*Lead Responsibility:* PM: Kathleen Linehan  
RJR:

ETS ☐ FET ☒

*Time Line:*  
-Ongoing

*Description:*

●

*Action:*

- Meeting with Administrative officials week of 3/24/93. (Done)
- MAM in Washington, DC week of 3/15/93 (no meetings were held).
- RWM in Washington, DC for meetings 3/24/93.

*Budget:*

●

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*Project \_\_\_\_\_ Government Affairs \_\_\_\_\_  
Hill Contacts with Local Lobbyists*

-5/27/93

*Lead Responsibility:* PM: Kathleen Linehan  
RJR:  
TI: Walter Woodson

ETS ☐ FET ☒

*Time Line:*  
-Ongoing

*Description:* Bring in local lobbyists to contact key House and Senate members.

*Action:*

- Industry teams are meeting this week to set up meetings during Easter recess.  
Due April 13.
- Ellen Merlo is looking at the list and will advise Kathleen Linehan. (Complete).
- Develop a list of PM/RJR lobbyists and who they know on the Hill.
- PM/RJR/TI to develop a joint strategy.
- TI List - Walter Woodson.
- RJR List - Tom Griscom.

*Budget:*

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